



ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

Visit ABC's Web site at: www.americasblood.org

2023 #10

March 17, 2023

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Blood Community Responds to PAHPA RFI

America's Blood Centers (ABC), the Association for the Advancement of Blood & Biotherapies (AABB), and the American Red Cross provided joint comments to a congressional request for information (RFI) regarding reauthorization of the Pandemic and All Hazards Preparedness Act (PAHPA). The blood community identified its top three priorities in the comments as:

- “Congress should ensure that the Assistant Secretary for Preparedness and Response (ASPR) considers the availability of a safe, adequate blood supply as an essential part of its programs, policies, and procedures and require ASPR to work with federal, state, and local agencies to ensure the continuity of blood collection establishments’ operations during disasters and public health emergencies;
- explicitly recognize and dedicate resources to support the screening, testing, and surveillance activities conducted by blood collection establishments, which possess unique, well-established expertise that is critical to the nation’s public health infrastructure; and
- require the U.S. Department of Health and Human Services (HHS) to convene stakeholders, including hospitals, blood collection establishments, manufacturers, and suppliers that are part of the nation’s blood supply, to develop recommendations on how to strengthen the resiliency of the blood supply chain.”

Additionally, the blood community encouraged Congress “to ensure that the National Health Security Strategy provides resources and support for: a regular blood donor population to ensure the continuous availability of a stable blood supply; ensuring the diversity of the blood donor population; a sufficient laboratory workforce, which is needed to collect, process, distribute, and transfuse blood; and integration of considerations of the blood supply and the related supply chain into preparedness and response policies and practices.”

The comments also requested that Congress “provide HHS with the explicit authority to fund activities that support access to pre-hospital blood transfusions.” The comments further suggested that Congress “should not only require HHS to convene stakeholders, including hospitals, blood collection establishments, manufacturers, and suppliers that are part of the nation’s blood supply, but also develop recommendations on how to strengthen the resiliency of the blood supply chain.” ABC, AABB, and the American Red Cross also provided suggestions t

(continued on page 2)



Blood Community Response to PAHPA RFI (continued from page 1)

Congress to address workforce shortages and implement recommendations from the [HHS Report](#) to Congress: Adequacy of the National Blood Supply (2020). The full comments are available on the ABC [website](#).

(Source: Blood Community [Joint Comments](#), 3/13/23) 💧

ABC Webinar Examines National Polling Findings on Proposed Individual Donor Assessment Change

America's Blood Centers (ABC) will host a webinar on Wednesday, March 22nd at 2 p.m. EDT to present polling data on national reactions to the U.S. Food and Drug Administration's (FDA) proposed shift to an individual donor assessment. The data is meant to help inform messaging, public resources, and the donor screening process as the blood community continues to communicate the reality of this change. Jim Williams, polling analyst at Public Policy Polling, will join ABC staff as a presenter on this webinar. This is the first such polling conducted in the U.S. and is only being released to ABC member blood centers and select other stakeholders. Information discussed on the webinar should be kept confidential within your blood center. Full poll results will be released to the member blood centers following the webinar. Additional details including a link to register are available to ABC members in [MCN 23-027](#). Please contact ABC Director of Strategic Communications and National Partnerships [Jeff Gohringer](#) with questions or comments.

(Source: [MCN 23-027](#), 3/15/23) 💧

FDA Extends Effective Dates of Guidances Impacted PHE Ending

The U.S. Food and Drug Administration (FDA) updated several guidances this week to keep them in effect until November 7th unless they are "superseded" by a revised final guidance beforehand. The guidance documents include: [Revised Recommendations for Reducing the Risk of Human Immunodeficiency Virus Transmission by Blood and Blood Products](#); [Alternative Procedures for Blood and Blood Components During the COVID-19 Public Health Emergency](#); and [Investigational COVID-19 Convalescent Plasma](#). These actions by FDA are part of a larger effort by the agency to respond to guidances impacted by the anticipated end of the declared public health emergency (PHE) on May 11th. The extension of the effective dates of these guidance documents will provide FDA with additional time to finalize the "[Recommendations for Evaluating Donor Eligibility Using Individual Risk-Based Questions to Reduce the Risk of Human Immunodeficiency Virus Transmission by Blood and Blood Products Draft Guidance](#)" and the "[Compliance Policy Regarding Blood and Blood Component Donation Suitability, Donor Eligibility and Source Plasma Quarantine Hold Requirements Draft Guidance](#)." While FDA has not yet provided a draft guidance on COVID-19 Convalescent Plasma (CCP), ABC anticipates one is forthcoming. The extension of the effective dates will allow time for FDA to draft and finalize a revised guidance on CCP. Please contact [Justine Coffey, JD, LLM](#), director of Regulatory Affairs and Public Policy at ABC, if you have any questions.

(Source: [MCN 23-026](#), 3/14/23) 💧

ABC Calendar of Events

ABC offers a variety of meetings, workshops and virtual opportunities for education and networking as well as participation in ABC business. The [calendar of events](#) includes annual and summer meetings, board meetings, workshops, and webinars, and details will be updated as confirmed. We look forward to your support and participation!

WORD IN WASHINGTON

President Biden has [released](#) his fiscal year 2024 budget. The budget provides increased funding for future public health preparedness including \$20 billion in mandatory funding, available over 5 years, across the Administration for Strategic Preparedness and Response (ASPR), Centers for Disease Control and Prevention (CDC), the National Institutes of Health (NIH), and the U.S. Food and Drug Administration (FDA). Additional discretionary funding for preparedness activities includes \$1 billion for the Biomedical Advanced Research and Development Authority (BARDA) to develop innovative medical countermeasures, \$995 million for the Strategic National Stockpile, and \$5 million for FDA’s 21 Forward tool, which enables the agency to develop accurate models for situational awareness and forecast the impact of a pandemic, product shortages, or other high-risk threats on the food supply chain. Additional new flexible funding is included to prepare for pandemics through vaccine and therapeutic development, surge capacity, and shoring up the medical supply chain including the public health supply chain. FDA is funded through the budget with increases in both budgetary authority and programmatic funding. The budget robustly supports future innovation at NIH including level funding for NHLBI. ARPA-H (Advanced Research Projects Agency for Health) is also robustly funded, with a great deal of focus of that funding on Biden’s Cancer moonshot. The health care workforce is supported by funding existing programs, including funding through CDC for public health training.

(Source: Presidential [Budget](#) FY 2024, 3/9/23)

The U.S. Department of Health and Human Services (HHS), through the Administration for Strategic Preparedness and Response (ASPR), has [published](#) a cybersecurity implementation guide. According to the agency the guide is designed to “help the public and private health care sectors prevent cybersecurity incidents. The Cybersecurity Framework Implementation Guide provides specific steps that health care organizations can take immediately to manage cyber risks to their information technology systems.” The guide is a collaborative effort by “HHS ASPR and the Health Sector Coordinating Council (HSCC) Cybersecurity Working Group, a public-private partnership under Presidential Policy Directive 21. The National Institute for Standards and Technology (NIST) and other federal agencies contributed substantially to its content.” The guide will assist leadership at organizations to:

- “[u]nderstand NIST Cybersecurity Framework terminology, concepts, and benefits;
- [a]ssess their current and targeted cybersecurity posture;
- [i]dentify gaps in their current programs and workforce; and
- [i]dentify current practices that help address recommended NIST Cybersecurity Framework outcomes.”

(Source: HHS Cybersecurity Implementation [Guide](#), 3/8/23) 💧

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ABC advocates for and advances policies that promote the role of independent blood centers in providing life-saving blood products and recognize the continuous need for a safe and robust blood supply. ABC exists to advocate for laws and regulations recognizing the essential role that independent blood centers play in the health care system; promote partnerships, policies and programs that increase awareness about the need for blood donation; and serve as a thought-leader in the advancement of evidence-based medical and scientific solutions related to health and safety.

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INFECTIOUS DISEASES UPDATE

BABESIOSIS

The Centers for Disease Control and Prevention's (CDC) *Morbidity and Mortality Weekly Report (MMWR)* [published](#) research titled "Trends in Reported Babesiosis Cases – United States, 2011-2019." According to the data, "during 2011–2019, a total of 16,456 cases of babesiosis were reported to CDC by 37 states, including 16,174 (98.2%) reported from the 10 states (Connecticut, Maine, Massachusetts, Minnesota, New Hampshire, New Jersey, New York, Rhode Island, Vermont, and Wisconsin) with the highest number of cases. New York reported the largest number of cases (4,738 total; average = 526.4 per year), followed by Massachusetts (4,136; 459.6), and Connecticut (2,200; 244.4)... The three states with the highest reported incidences were Rhode Island (18.0 per 100,000 population in 2015), Maine (10.3 in 2019), and Massachusetts (9.1 in 2019)." The researchers explained that "this report is the first comprehensive national surveillance assessment and multistate analysis of babesiosis over time. During 2011–2019, babesiosis incidence significantly increased in states with endemic transmission, as well as in certain neighboring states. They concluded that "the expansion of babesiosis risk could have implications for the blood supply... Currently, the FDA recommends blood donation screening for babesiosis in 14 states and the District of Columbia. Babesiosis risk in Maine, New Hampshire, and Vermont is comparable to that in the northeastern and midwestern states where babesiosis has been considered endemic, and FDA guidance recommends blood donor screening for Babesia infection in those states. Ongoing evaluation of both tickborne and transfusion transmission risks in states that border those with endemic transmission is important for the evaluation and evolution of babesiosis blood screening policy... Members of the public and health care providers in states with endemic babesiosis and bordering states should be aware of the clinical signs of babesiosis and risk factors for Babesia infection."

Citation: Swanson, M., Pickrel, A., Williamson, J., Montgomery, S. "[Trends in Reported Babesiosis Cases – United States, 2011-2019.](#)" *Morbidity and Mortality Weekly Report*. 2023.

CHIKUNGUNYA

The Pan American Health Organization (PAHO) issued an epidemiological [alert](#) due to an increase in the number of cases and deaths from chikungunya in the Region of the Americas. According to the March 8th alert, PAHO and the World Health Organization (WHO) are recommending member states "intensify actions to prepare health care services, including the diagnosis and proper management of cases; and to strengthen prevention and vector control measures to reduce the impact of this and other arboviral diseases... [In 2022,] the region had a "total of 273,685 cases of chikungunya, including 87 deaths, were reported in 14 of the countries and territories of the Region of the Americas. This figure is higher than that observed in the same period of 2021 (137,025 cases, including 12 deaths). During the first eight epidemiological weeks of 2023, 115,539 cases and 33 deaths due to chikungunya were reported with the highest incidence rates observed in Paraguay (1,128 cases per 100,000 population) and Brazil (14.2 cases per 100,000 population)." Chikungunya virus is transmitted by the same mosquitoes that spread dengue virus (*Aedes aegypti* and *Aedes albopictus*). It is an arbovirus and some arboviruses, such as dengue and West Nile virus, have been transfusion transmissible.

(Source: PAHO [Alert](#), 3/8/23) 💧



PEOPLE



Paul Grebe, chief financial officer (CFO) at LifeSouth Community Blood Centers, will retire on April 4th following 42 years of service with the organization. Mr. Grebe joined the blood center in 1981 to develop their first computer system and was promoted to the role of CFO in 1993. “Paul’s impact on LifeSouth can be measured by the success and growth we have experienced over the 42 years he has served LifeSouth,” said Kim Kinsell, JD, MBA, president and chief executive officer of LifeSouth, in the announcement. “He believes in our mission, the importance of our work and the responsibility we have to the communities we serve. His passion and enthusiasm for what we do will be deeply missed.” During Mr. Grebe’s time at LifeSouth, the blood center “grew from a small blood bank in Gainesville, Fla. to [having] operations across Florida, Georgia and Alabama, and now serves more than 125 hospitals.”

(Source: LifeSouth Community Blood Centers Announcement, 3/13/23) 💧

Upcoming ABC Webinars – Don’t Miss Out!

- **ABC Webinar: National Poll Findings on FDA’s Proposed Individual Donor Assessment Change** – March 22 from 2-3 PM EDT. A registration link and additional information available to ABC members [here](#).
- **ABC Scientific, Medical, and Technical Committee Journal Club Webinar** – March 29 from 3-4 PM EDT. More information coming soon.
- **ABC Blood Advocacy Week 2023** – April 24-28. [Registration](#) is open. More information available [here](#).



BLOOD **ADVOCACY WEEK 2023**
APRIL 24-28
BUILDING A STRONGER BLOOD SUPPLY TOGETHER





America's Blood Centers®
It's About *Life.*

INSIDE ABC

The programs and services described in the Inside ABC section are available to ABC member blood centers and their staff only, unless otherwise specified.

Save the Date: ABC Summer Summit & MD Workshop

Mark your calendars for America's Blood Centers (ABC) [Summer Summit and Medical Directors Workshop](#) in St. Louis, Mo. The meeting will take place August 1st-3rd. Hotel [reservations](#) can be made now through the ABC block at Live! by Loews (St. Louis). Attendees will hear case study rounds, engaging discussions, and have networking opportunities to connect with peers and colleagues. Additional details including registration information and a preliminary agenda are coming soon.

Participate in ABC's Blood Advocacy Week

ABC is hosting the inaugural [Blood Advocacy Week](#) April 24th-28th. This initiative reinforces ABC's commitment to advocacy and advancing policies that assist community blood centers. This virtual event aims to bring together members of the blood community, legislators, agency decision makers, advocates, providers, patients, and more to learn about and advance ABC's advocacy efforts on behalf of member blood centers. It includes the following:

- Monday, April 24th will be dedicated to discussing the current [status](#) of the nation's blood supply and trends impacting the collection and utilization of blood;
- Tuesday, April 25th will be dedicated to promoting the awareness of FDA donor [eligibility](#) changes impacting veterans and gay and bisexual men;
- Wednesday, April 26th will be ABC's virtual "Day on Capitol Hill." [Registration](#) is now open.
- Thursday, April 27th will be dedicated to examining changes that will expand early and increased access to blood, including in [pre-hospital](#) and [hospice](#) settings;
- Friday, April 28th will be dedicated to highlighting why increased [diversity](#) – racial, ethnic, and age – is important to patient care.

Additional updates will be provided in the coming weeks. If you or your organization is interested in becoming an official [advocacy partner](#), please contact [Jeff Gohringer](#), director of Strategic Communications and National Partnerships at ABC. ABC also encourages all member blood centers to register for the [2023 "Day on Capitol Hill"](#) on April 26th. This "virtual" day provides an opportunity for member blood centers to connect with members of Congress and their staffs to discuss the ongoing work at the blood center and the work done collectively by ABC and community blood centers to advance the ABC Advocacy Agenda. This event is a chance for individuals to let their voice be heard as ABC will arrange the virtual meetings for member blood centers with their members of Congress and provide additional resources to help inform them and their staff about the latest policies impacting the blood community. Take advantage of this opportunity to easily meet with your local Congressional leaders and build relationships. Each person from the blood center who would like to participate in the "Day on Capitol Hill" must register individually. ABC will arrange for group meetings but will need information for each person in attendance. Additional details, including the 2023 Advocacy Agenda, will be forthcoming. Please direct any questions to ABC Senior Director of Federal Government Affairs [Diane Calmus, JD](#).

(Source: [MCN 23-020](#), 2/24/23) ♦



GLOBAL NEWS

A [report](#) in *The Brussels Times* states the organization recently collaborated with the Plasma Protein Therapeutics Association (PPTA) to host an event titled “Substances of Human Origin (SoHo) Regulation: a step forward or backwards for patient access to plasma-derived medicines?” According to the publication, the event sought to address:

- “patient access to plasma-derived medicines (PDMPs);
- the safety of plasma donation;
- and the ethical principles of compensating donors in the context of the SoHO Regulation.”

The event provided stakeholders, including patients, the opportunity to share insights and provide feedback on potential regulations the European Union (EU) continues to discuss regarding SoHo. It also comes at a time as Europe seeks to reduce reliance on plasma from the U.S. “There is also a purposeful goal to reduce Europe’s reliance on imported plasma to produce these life-saving medicines – just under half of the plasma currently used in Europe comes from abroad – in particular from the [U.S.]. But the overarching message to emerge from the event was a hope that whatever finally comes out of the regulation will benefit patients and address the issues addressed by the speakers.”

(Source: *The Brussels Times*, [EU looks to reduce dependency on the US for human plasma needs](#), 3/7/23)

NHS Blood and Transplant (NHSBT), the national blood provider for England and transplant services for the United Kingdom (UK), has [opened](#) a new “state-of-the-art” facility that will aid the development and manufacturing of gene and cellular therapies. According to the NHSBT announcement, the “Clinical Biotechnology Centre (CBC), which has been built in Bristol with a near £10 million government grant, is designed to expand the UK’s ability to make the clinical grade products required for the research and development of new cell and gene therapies. It will support early phase clinical trials and pre-clinical work, providing a route to eventual commercial scale production [and] will help give patients quick access to the latest treatments by increasing the number of UK patients with incurable diseases who are able to take part in clinical trials.”

(Source: NHSBT [News Release](#), 3/10/23)

The European Commission recently [granted](#) “conditional marketing authorization (CMA)” to CSL’s one-time gene therapy to treat severe and moderately severe hemophilia B in adults without a history of factor IX inhibitors. According to the news release, the decision was based on results from an ongoing clinical trial in which the gene therapy “reduced the rate of annual bleeds with a single infusion by delivering a functional gene that acts as a blueprint for coagulation factor IX, a protein important for blood clotting. It is the first approved gene therapy for hemophilia B in the European Union and European Economic Area.” Findings from the HOPE-B clinical trial showed that patients receiving the gene therapy “demonstrated[d] stable and durable increases in mean Factor IX activity levels (with a mean factor IX activity of 36.9 percent) which led to an adjusted annualized bleed rate reduction of 64 percent. Following infusion of HEMGENIX®, 96 percent of patients discontinued routine factor IX prophylaxis and mean factor IX consumption was reduced by 97 percent at 18 months post-treatment, compared to the lead-in period.”

(Source: CSL [News Release](#), 2/20/23) 💧

COMPANY NEWS

InVita Healthcare Technologies recently [announced](#) that America's Blood Center member LifeSouth Community Blood Centers has implemented the company's HemaCollect system. According to a news release from InVita, HemaCollect is a "collection staffing and mobile drive management solution" that is now being used by 22 blood centers.

(Source: InVita Healthcare Technologies [News Release](#), 3/14/23)

BioLineRx Ltd. is [collaborating](#) with Washington University School of Medicine as part of a clinical trial to "evaluate the safety and feasibility [of] motixafortide to mobilize CD34+ hematopoietic stem cells (HSCs) for gene therapies in sickle cell disease (SCD)." According to the announcement, enrollment in the trial is set to begin later this year as the trial will "study motixafortide as a single agent and in combination with natalizumab, will assess the safety and tolerability of the two regimens as mobilization agents of CD34+ hematopoietic stem cells in patients with SCD."

(Source: BioLineRx Ltd. [News Release](#), 3/6/23)

Valneva SE recently [announced](#) that the U.S. Food and Drug Administration (FDA) has completed a filing review of its biologics license application for investigational single-shot chikungunya vaccine candidate. A news release from Valneva indicates the investigational vaccine candidate "has been assigned a Prescription Drug User Fee Act (PDUFA) review goal date at the end of August 2023, which is the date by which the FDA intends to take action on the application."

(Source: Valneva SE [News Release](#), 2/20/23) 💧

CALENDAR

***Note to subscribers:** Submissions for a free listing in this calendar (published weekly) are welcome. Send information to newsletter@americasblood.org. (For a more detailed announcement in the weekly "Meetings" section of the newsletter, please include program information.)*

2023

Mar. 22. **ABC Webinar: National Poll Findings on FDA's Proposed Individual Donor Assessment Change.** A registration link and additional information available to ABC members [here](#).

Mar. 29. **ABC Scientific, Medical, and Technical Committee Journal Club Webinar.** More information coming soon.

April 12-13. **Centers for Disease Control and Prevention (CDC) Clinical Laboratory Improvement Advisory Committee Meeting (Virtual).** More information available [here](#).

April 20. **End of Selection Criteria Based on Sexual Orientation – International Symposium on Alternatives to Donation Deferral (Virtual).** [Registration](#) is open. More information available [here](#).

April 24-28. **ABC Blood Advocacy Week.** More information available [here](#).

April 25. **U.S. Food and Drug Administration's (FDA) Center for Biologics Evaluation and Research (CBER) Office of Therapeutic Products (OTP) Town Hall: Gene Therapy Chemistry, Manufacturing, and Controls – April 2023 (Virtual).** [Registration](#) is open. More information available [here](#).

April 26. **ABC Day on Capitol Hill.** [Registration](#) is open. More information available [here](#).

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CALENDAR (continued from page 8)

April 26. **FDA Blood Products Advisory Committee (BPAC) Meeting (Virtual)**. More information available [here](#).

April 27. **FDA's CBER Office of Tissues and Advanced Therapies (OTAT) Public Listening Meeting: Methods and Approaches for Capturing Post-Approval Safety and Efficacy Data on Cell and Gene Therapy Products (Virtual)**. [Registration](#) is open. More information available [here](#).

May 9-11. **2023 ADRP Conference, Charlotte, N.C.** [Registration](#) is open. Additional information is available [here](#).

May 10-11. **29th IPFA/ Paul-Ehrlich-Institut[e] (PEI) International Workshop on Surveillance and Screening of Blood-borne Pathogens, Bologna, Italy**. More information available [here](#).

Aug. 1-3. **ABC Medical Directors Workshop and Summer Summit, St. Louis, Mo.** More information available [here](#).

Sept. 17-20. **American Association of Tissue Banks Annual Meeting, National Harbor, Md.** More information available [here](#).

Sept. 20-21. **2023 ADRP Master Class (Virtual)**. More information coming soon.

Oct. 9-11. **Advanced Medical Technology Association (AdvaMed) The MedTech Conference, Anaheim, Calif.** More information available [here](#).

Oct. 14-17. **AABB Annual Meeting, Nashville, Tenn.** More information available [here](#). 💧

CLASSIFIED ADVERTISING

Classified advertisements, including notices of positions available and wanted, are published free of charge for a maximum of three weeks per position per calendar year for ABC institutional members. There are charges for non-members: \$139 per placement for *ABC Newsletter* subscribers and \$279 for non-subscribers. A six (6) percent processing fee will be applied to all credit card payments. Notices ordinarily are limited to 150 words. To place an ad, e-mail: newsletter@americasblood.org

POSITIONS

Transfusion Lab Supervisor. Join Florida's leading blood bank, **OneBlood**, as a Lab Supervisor, working 2nd shift, in Lakeland, FL. Bring your leadership, technical expertise, and management experience to support the transfusion testing procedures on patient and/or donor samples. Qualified candidates should possess three (3) or more years' experience in a clinical laboratory, preferably blood banking environment, including one (1) or more years' experience in supervision and management experience, as well as a valid and current Florida Clinical Laboratory Technologist license in Immunohematology or Blood Banking; Supervisor license strongly preferred. To apply and view a complete Job Description of this position, visit www.oneblood.org/careers. OneBlood, Inc. is an Equal Opportunity Employer/Vet/Disability.

Registered Nurse. If you have a passion to join a team that is providing specialized and focused, cutting-edge therapeutic apheresis procedures in a one-on-one patient care environment, consider joining OneBlood as a **Registered Nurse**. **OneBlood**, a proven leader in blood banking, also needs dedicated nurses to join our organization to provide their exceptional nursing skills to the hospital's we support and their patient care needs. This position includes a competitive benefit package, 403(b)

retirement plan with company contribution PLUS a company match, paid time off, cell phone stipend, mileage reimbursement, tuition assistance, professional growth and much more. This position will be based out of the St. Petersburg/Tampa area, close to some of the most gorgeous beaches in the nation! If you want to join our life saving mission and team of dedicated employees, visit our **Careers** page at www.oneblood.org to learn more. OneBlood, Inc. is an Equal Opportunity Employer/Vet/Disability.

Medical Technologists Needed with experience working in a Molecular Lab! OneBlood is currently recruiting for a Medical Technologists to work in our Reference Lab in St. Petersburg, Florida. This position will perform basic through advanced testing serologic and molecular (ex: HEA, HLA, RHD, RHCE, NGS) procedures on patient and/or donor samples and interpret results in accordance with regulatory guidelines and organizational policies and procedures. Applicants must have a bachelor's degree in a biological science or related scientific field from an accredited college or university or an equivalent combination of education, certification, training and/or experience. Applicants must also have a

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POSITIONS (continued from page 9)

valid and current Florida Clinical Laboratory Technologist license, or eligible, in Immunohematology or Blood Banking. To apply and view a complete Job Description of these positions, go to www.oneblood.org and click on the **Careers** tab. OneBlood, Inc. is an Equal Opportunity Employer/Vet/Disability.

Manager of Donor Resources. The Blood Connection is seeking a Manager of Donor Resources in Asheville, NC, Raleigh, NC, and Greenville, SC to provide oversight to our recruitment teams within these divisions. This position directs Account Managers and Business Development Representatives to strategically manage our existing portfolio of blood donor groups and new business to reach collection targets. The Manager of Donor Resources monitors progress to goal proactively and effectively coaches and manages the team to success. The ideal candidate will have a strong background in territory management and team building. Candidates must possess excellent interpersonal, analytical, and strategic planning abilities. We offer an exceptional benefits package including a generous 401k match, 30 days PTO, company bonuses, tuition reimbursement, cell phone stipend, and yearly increases. Join one of the fastest growing blood centers in the country and help make an impact in your community today! How to apply: [Manager of Donor Resources](#)

Director of Finance. LifeSouth Community Blood Centers is seeking an experienced CPA for our Director of Finance position in Gainesville, FL. The Director is responsible for ensuring the stability of LifeSouth's finances through planning, directing, and controlling financial functions, including establishing appropriate control environments, preparing financial reports for management, financial analysis, overseeing development and implementation of effective financial and accounting systems. This position oversees all staff in the Accounting and Purchasing departments. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position and to apply. <https://www.lifesouth.org/work-at-lifesouth/>

Compensation and Benefits Manager. LifeSouth Community Blood Centers is seeking an experienced Compensation and Benefits Manager to join our Human Resources team at our headquarters in Gainesville, FL. This position is responsible for facilitating the organization's compensation and benefits programs as well as providing strategic leadership for its administration, including enrollment, maintenance, and compliance with regulations. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position and to apply. <https://www.lifesouth.org/work-at-lifesouth/>

Regional Manager. LifeSouth Community Blood Centers is seeking a highly skilled leader with proven management experience and a passion for making a difference. The Regional Manager for McDonough, Ga. is responsible for overseeing daily operations of the region, is organized and decisive, and can motivate the team to reach daily and long-range collection goals. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position and to apply. <https://www.lifesouth.org/work-at-lifesouth/>

Executive Director, Operations – Eastern Wisconsin/UP Michigan. The Community Blood Center (CBC) (a division of Midwest Blood Centers, Inc. (MBC)) is looking to hire an Executive Director, Operations – Eastern Wisconsin/UP Michigan. Responsible for achieving the organizational objectives of the business unit within (CBC). This includes collaborating with executive-level management in the development, oversight and expansion of blood recruitment, collections, manufacturing and hospital services activities. Accountable for ensuring operations are compliant with all applicable regulations, standards, and organizational policies. Create an engaged, collaborative and productive culture while ensuring blood donors and blood drive sponsors receive exceptional service. At CBC, we lead our teams while keeping our mission, vision, and values at the forefront of all that we do. As a leader, you will inspire, train and collaborate with those in your department accordingly in addition to focusing on the organization's strategic goals. Essential duties include develop, implement and monitor day to day operational systems and processes in the areas of field donor recruitment, blood donor collections, manufacturing and hospital services. Participate in strategic and annual planning of the organization. Provide the processes, infrastructure, staff and training to ensure exceptional, skillful and knowledgeable services are provided. Effectively initiates, implements and manages change within the organization. Read full job description and apply: <https://www.communityblood.org/current-openings/executive-director-operations/>.

Medical Director (Oklahoma City, Oklahoma). The Our Blood Institute, a large, successful blood center servicing Oklahoma, Arkansas, Texas and beyond, seeks qualified candidates for the position of **Medical Director**. Successful applicants must be **board-certified AP/CP or CP-only pathologists with board certification/eligibility** in Blood Banking/Transfusion Medicine. The Medical Director will work with the Chief Medical Officer (CMO) and other Medical Directors to direct and supervise key staff with the obligation to ensure that the quality of all products manufactured is in compliance with all regulatory requirements. In conjunction with the CMO and other staff, the Medical Director exercises control over the Institute's operations regarding all matters

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POSITIONS (continued from page 10)

relating to compliance. The FACT Facility Medical Director shall have postgraduate training in cellular therapy practices and two years of practical experience in product collection, preparation, and clinical use of cell therapy products. If you are a doctor looking both to deliver excellence patient and donor care via multifaceted transfusion medicine organization and to reimagine the mission of blood banking in meeting community needs for connectivity, compassion, altruism, and healing, this could be the perfect job for you. Salary Range: Competitive salary with excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and holiday pay. **How to apply:** <http://obi.org/careers>

Territory Sales Consultant (Tulsa, Oklahoma). Territory Sales Consultants must develop new partnerships with targeted decision makers in community organizations, educational & religious institutions, and businesses to gain support in meeting the needs for volunteer blood donors. Responsibilities include organizing & promoting blood donation events; assessing, developing, and implementing strategic/tactical plans to achieve recruitment objective/goals. She/he is expected to develop a customer-focused culture that will result in successful community partnerships and donation awareness. Identify opportunities for growth within current group base and facilitate a plan to achieve growth percentage for total unit collection within territory. Book recurring blood drives for the following year. Develop and maintain relationships with key accounts. Give presentations to promote blood collection. Identify and provide feedback on issues regarding customer needs/requirements, customer issues/concerns and satisfaction, competitor activities/strategies, etc. Interact effectively and professionally with team members and all internal/external contacts. Qualifications: Associate/Bachelor's degree preferred, one to three years sales related experience, public speaking/presentation experience preferred, excellent communication skills, and valid driver's license with access to vehicle. Salary Range: Competitive salary, commission plan, and excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and holiday pay. **How to apply:** <http://obi.org/careers/>.

Chief Executive Officer (Flowood, MS). Mississippi Blood Services makes a difference in people's lives every day. With the support of the community and voluntary blood donors, we have been serving the needs of hospital patients since 1979. To help us meet our mission, as part of a planned retirement, we are looking for a new Chief Executive Officer with the necessary expertise to direct all functions of the corporation in accordance with Board directives and regulatory guidelines in order to attain strategic objectives. The CEO will provide leadership to provide exceptional service and products to hospitals giving maximum consideration to the safety and efficiency of those products and services, direct overall operation of the corporation, ensure implementation of established policies and acts as liaison with the Board of Directors, and maintain positive relationships with the business and medical community, civic groups, and other blood banking organizations. Education and/or Experience: Bachelor's degree (B.A.) or higher from a four-year college or university; 10 years of related experience preferably with either large nonprofits or blood services/products organizations; or equivalent combination of education and experience. Click [here](#) to view the full job description. Mississippi Blood Services is an equal opportunity employer and makes employment decisions without regard to race, color, sex, religion, national origin, age, disability, veteran status, genetic information, sexual orientation or gender identity. Please submit cover letter, resume and salary requirements to Kiffany Lee, Director of Human Resources klee@msblood.com. 💧

